## **Northwestern Mutual**

# **Total Lobbying Effort**

# **Total Lobbying Expenditures**

2009	2009	2010	2010	Total
January - June	July - December	January - June	July - December	
\$72,657.96	\$57,571.67	\$79,836.86	\$47,323.13	\$257,389.62

# **Total Hours Communicating**

2009	2009	2010	2010	Total
January - June	July - December	January - June	July - December	
92.25	57.00	181.00	24.75	355.00

#### **Total Hours Other**

2009 January - June	2009 July - December	2010 January - June	2010 July - December	Total
143.75	83.75	219.00	25.50	472.00

# **Hours Lobbied on Each Matter**

# **Lobbying Effort On Legislative Bills And Resolutions**

#### Senate Bill 62

Relating to: state finances and appropriations and making diverse other changes in the statutes.

2009	2009	2010	2010	Total
January - June	July - December	January - June	July - December	
59.00 (25%)				59.00 (7%)

## **Assembly Bill 100**

Relating to: preexisting condition exclusions, modifications at renewal, and establishing a standard application for individual health benefit plans and granting rule-making authority.

2009	2009	2010	2010	Total
January - June	July - December	January - June	July - December	
24.00 (10%)				24.00 (3%)

#### Senate Bill 513

Relating to: life settlements, granting rule-making authority, and providing a penalty.

2009	2009	2010	2010	Total
January - June	July - December	January - June	July - December	
		40.00 (10%)		40.00 (5%)

### Assembly Bill 758

Relating to: life settlements, granting rule-making authority, and providing a penalty.

2009	2009	2010	2010	Total
January - June	July - December	January - June	July - December	
		200.00 (50%)		200.00 (24%)

## **Assembly Bill 811**

Relating to: suitability of annuity contracts and granting rule-making authority.

2009 2009 2010 2010 <sub>Total</sub>		 	•	
January - June July - December January - June July - December		 		Total

40.00 (10%) 40.00 (5%)

# **Lobbying Effort On Budget Bill Subjects**

lealth and Family Services: Medical Assistance					
2009 January - June	2009 July - December	2010 January - June	2010 July - December	Total	
24.00 (10%)				24.00 (3%)	

# **Lobbying Effort On Administrtive Rulemaking Proceedings**

## Insurance

Ins 2.81, use of the 2001 CSO Preferred Class Structure Mortality Table in determining reserve liabilities.

2009	2009	2010	2010	Total
January - June	July - December	January - June	July - December	
		20.00 (5%)		20.00 (2%)

# Lobbying Effort On Topics Not Yet Assigned A Bill Or Rule Number

Revisons to INS 2.81 relating to the 2001 CSO mortality table for use in determining minimum reserve liabilities and nonforfeiture benefits.

2009 January - June	2009 July - December	2010 January - June	2010 July - December	Total
	7.04 (5%)			7.04 (< 1%)

Mass Transit						
2009 January - June	2009 July - December	2010 January - June	2010 July - December	Total		
35.40 (15%)	7.04 (5%)	20.00 (5%)		62.44 (8%)		

All matters relating to life insurance settlements.			
2009	2010	2010	Total
July - December	January - June	July - December	
70.38 (50%)		25.13 (50%)	166.31 (20%)
	2009	2009 2010	2009 2010 2010
	July - December	July - December January - June	July - December January - June July - December

#### **Minor Efforts**

(Time spent on matters each of which accounted for less than 10% of the organization's lobbying)

2009	2009	2010	2010	Total
January - June	July - December	January - June	July - December	
24 (10%)	56 (40%)	80 (20%)	10 (20%)	169.95 (20.55%)

## **Other Matters**

Includes time spent on:

- Gubernatorial nominations
- Matters on which the organization made no lobbying communication

2009 January - June	2009 July - December	2010 January - June	2010 July - December	Total
			15.08 (30%)	15.08 (1.82%)